

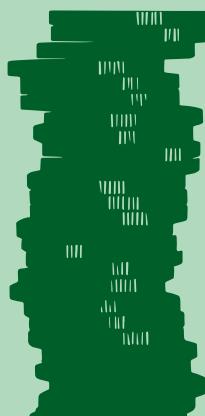
AVOID JUMPING TO THE WRONG CONCLUSIONS.

It can be easy to overlook group protection as an employee benefit and the value it offers.

However, many employers think it pays for itself through higher productivity and better morale, making it an essential part of the benefits package

If you don't offer group protection, perhaps it's time to look again and consider the potential benefits to your business.

MYTH

1**"It's too expensive"**

- You can get cover for around 1% of payroll or less.
- Premiums attract corporation tax relief.
- You may be able to include the benefits with minimal impact on your budget.

MYTH

3**"It's only for large employers"**

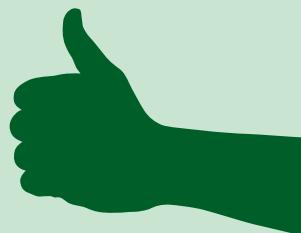
- A more competitive job market means employers of all sizes are working harder to attract and keep quality staff.
- Long-term staff absences can have a bigger impact on the productivity, morale and budget of smaller businesses.
- You don't need a large benefits budget to include group protection.



MYTH

2**"No benefits for the employer"**

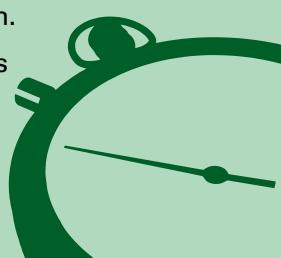
- Make your benefits package more competitive and boost your ability to recruit and retain quality staff.
- All our products include a free Employee Assistance Programme.
- Our Group Income Protection aims to help absent employees get back to work faster and has cashback potential for employers insuring 250+ staff.



MYTH

4**"Claims are rarely paid, or take too long"**

- We paid over **£293 million** and **97%** of all group protection claims received in 2016.
- Group Life average payment: **£119,297**
- Group Critical Illness average payment: **£70,337**
- Group Income Protection average payment: **£22,865** p.a.
- We aim to pay claims within 5 days of receiving all the necessary information.
- Our Group Life policy includes face-to-face bereavement counselling for dependants.



MYTH 5**"It's irrelevant to most employees"**

- UK employees and their households could, on average, only survive financially for 32 days if they lost the main earner's income due to long-term sickness, critical illness or death.
 - They would have to rely on state benefits, friends or family.
- (source: Legal & General Deadline to Breadline).

MYTH 7**"It's dull and complicated"**

- We've made the policies straightforward.
- Group Life pays a cash lump sum, usually tax free, when an insured employee dies.
- Group Critical Illness pays a tax free cash lump sum when an employee is diagnosed with an insured condition.
- Group Income Protection pays a monthly income for employees who are absent from work due to a long term illness or injury.
- When bad things happen, all this can make a huge difference to the financial wellbeing of your employees and their families.

**MYTH 9****"It's just too much hassle"**

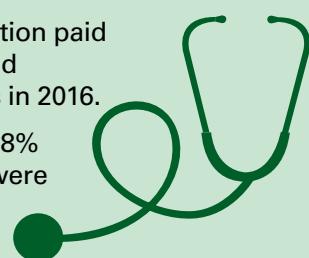
- You may be surprised how easy group protection can be to arrange.
- Policies can usually be set up without employees' medical information.
- We usually only need an annual update on changes to staff numbers and benefits.
- Our free Mastertrust facility can help make it quick and easy to set up a Group Life scheme.

**MYTH 6****"We can't afford other benefits"**

- Auto enrolment means all employers will have to offer a pension to employees.
 - Employers wanting their benefits package to stand out should consider other benefits.
 - Losing an employee earning over £25,000 p.a. costs an average of £30,614 in lost output and recruitment costs
- (source: Oxford Economics).

MYTH 8**"We don't have a staff absence problem?"**

- If you don't monitor absence rates, the issue may be bigger than you realise.
 - Our research shows that 36% employees knew someone who had been off sick for 4 weeks or more in the previous 12 months. And 17% had been off sick for 4 weeks or more themselves.
- (source: Legal & General Workplace Wellbeing).
- Our Group Income Protection paid for 5,143 psychological and physiotherapy treatments in 2016.
 - Latest figures show that 78% of all reported absences were able to return to work before becoming a claim.



Discover how group protection products can help you achieve your business goals.

Contact your financial adviser or call us on

0345 072 0751

We may record and monitor calls. Call charges may vary.

Visit:

legalandgeneral.com/group-protection